

Review

Course Review and Exam Prep

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PS4168: Economic Psychology

Overview

- Review, Reflection, Discussion
- Exam Prep

Topics: [\(link here\)](#)

General Introduction and
History of Economic
Psychology
Heuristics and Biases
Nudges and Other Contextual
Influences
Theories of Decision Making
Game Theory

Emotional Influences Future
Decisions and Affective
Forecasting
Loss Aversion/Risk Aversion
and Endowment Effects
Mental Accounting
Fairness and Ethics
Gambling

Topics

<https://docs.google.com/document/d/1iBG-SDrUpJX1RtsfmynqL8WY9git7VfaZvMuuhAGJ0I/edit?usp=sharing>

Reflection and Discussion

- Identify 2 - 3 more general things that you learned as a result of taking this module?
- Is there any topic would you like to have covered in more detail?
- What additional topic(s) would you like to see covered? (if any)
- What was the most interesting thing you learned from this module and why?

Potential Exam Questions

Select one of the statements below and critically discuss it with reference to content covered as part of this module (both in lectures, and your own reading)

- Human decision making cannot be understood independently of context
- When it comes to choice architecture, there is no such thing as neutral design
- Decision making is always influenced by loss aversion and risk aversion
- The role of emotions in decision making.
- “our mental states or processes are rational when they help us to achieve our goals” (Over, 2004, p. 3).

Exam Grading

Component	Percentage
Content	70%
Structure, Language, and Written Expression	30%
References, Citations, and Formatting	0%

(potential penalty of 1 sub-grade)

Breakdown

Content

The assignment should directly address the question asked and demonstrate a clear coherent argument throughout. Excessive descriptions should be avoided if they do not serve to support an argument. Evidence of critical thinking is essential. Students should demonstrate evidence of wider reading and understanding of the concepts being discussed.

Structure, Language, and Written Expression

Ideas should be clearly expressed, with appropriate use of scientific language. There should be a clear introduction, body, and conclusion, with appropriate use of paragraphs (The use of sub-headings is optional).

Breakdown (Contd.)

References, Citations, and Formatting

In-text citations and the References section should be in APA style. All citations should appear in the References section, and all references should be cited in the text. A References section should be included.

References

References

Over, D. E. (2004). Rationality and the Normative/Descriptive Distinction. In N. Harvey & D. J. Koehler (Eds.), *Blackwell handbook of judgment and decision making* (1st ed., pp. 3–18). Malden: Blackwell.